



Vendor Finance

Vendor financing is a method whereby manufacturers and sales companies sell products and also incorporate payment plans, such as leases and installment plans, for customers. As the finance services company for NEC products, we provide finance programs not only to NEC, but also to manufacturers and sales companies and support efforts to strengthen sales capacity.

Wellthy Corporation (currently become Mitsubishi Chemical Aqua Solutions Co., Ltd.), with whom we formed an operation capital partnership in 2006, sells the Groundwater Membrane Filtration System, which turns pumped groundwater into safe drinking water, as its main product. In addition to hospitals and hotels, which use a high volume of water, this Groundwater Membrane Filtration System has been introduced by schools and others that help supply local lifelines in the event of major earthquakes and other disasters. This system has won high acclaim as both a disaster prevention measure and an environmental response as a water treatment system for homes that can transform groundwater into drinking water. Greater awareness of the need to prepare for disasters has led to an increase in inquiries. However, the costs incurred when introducing such a large-scale system were a problem.



We proposed our vendor finance solutions and made it possible for Wellthy to offer leases. This kept down the initial costs for customers buying the system and led to a sharp increase in the number of contracts for the system.

Customers and manufacturers / sales companies have different issues and concerns. We consolidate and develop services to meet the diverse needs of our customers and provide the optimal solution for the issues related to a wide range of management resources (capital). In this way, we strive to raise the satisfaction of customers and manufacturers / sales companies.